



OdontoPrev

**1Q20 Webcast
April 30th, 2020**

New growth cycle and value innovation

Índice Brasil **IBRX**



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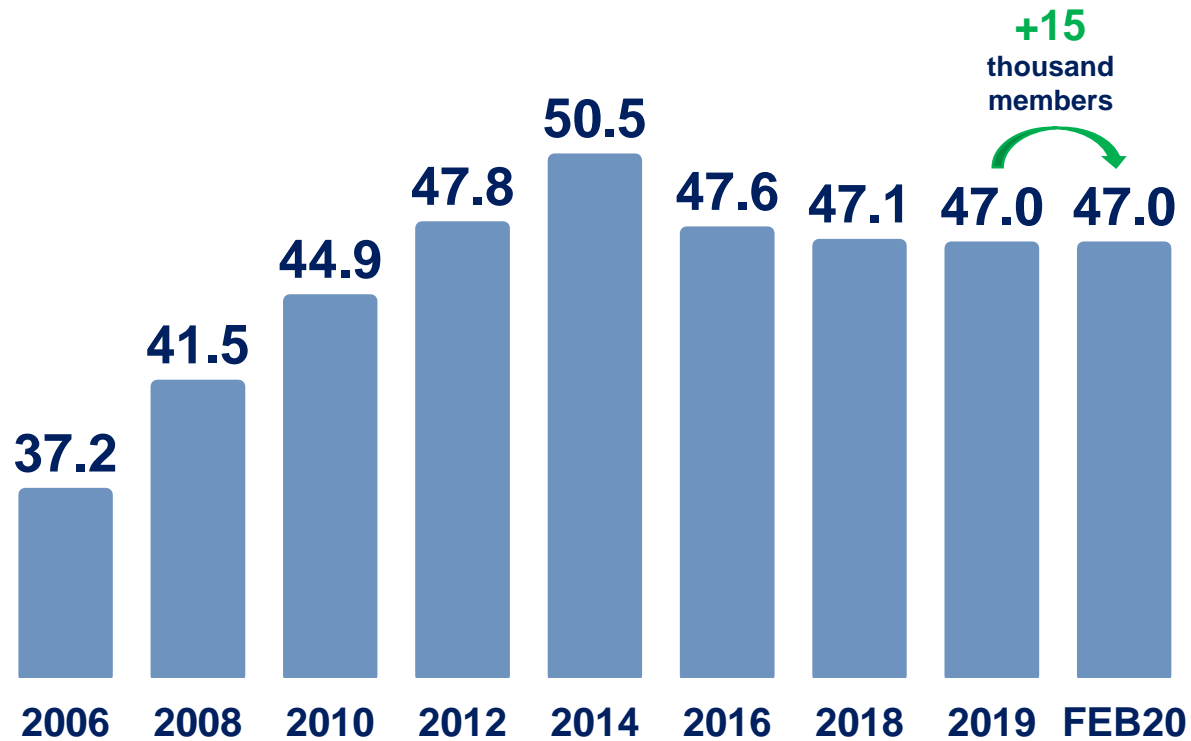
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The information contained in this presentation concerning market estimates. The Brazilian dental and healthcare industry and our participation in it as well as our position in relation to our competitors was obtained from established public sources including the ANS. the Ministry of Health (Ministério da Saúde) and other market sources. We consider these sources to be reliable but we have not independently verified the competitive position market share production and market size market growth data and other market estimates and therefore cannot provide any assurances regarding the accuracy and completeness of the information contained therein.

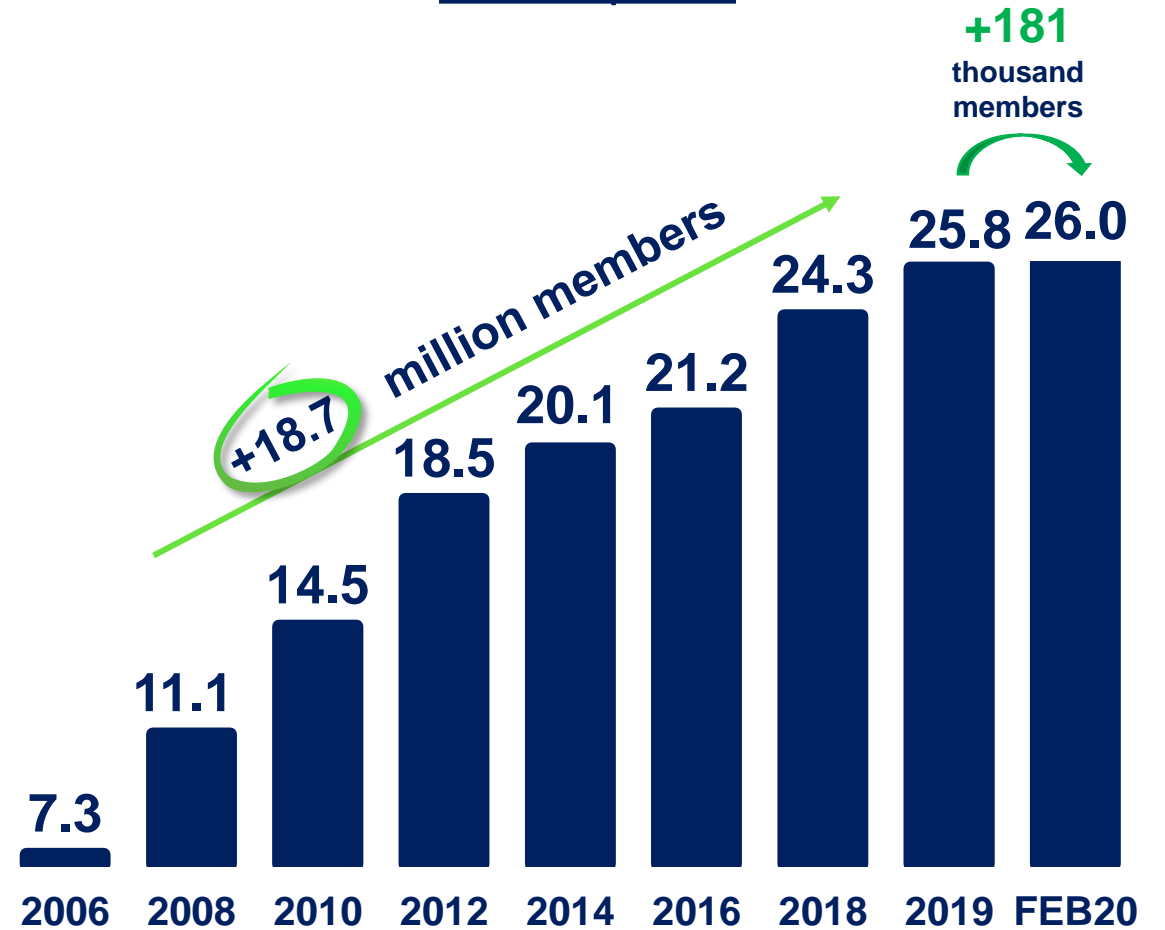
Medical and dental plans membership growth

Million members

Medical plans



Dental plans

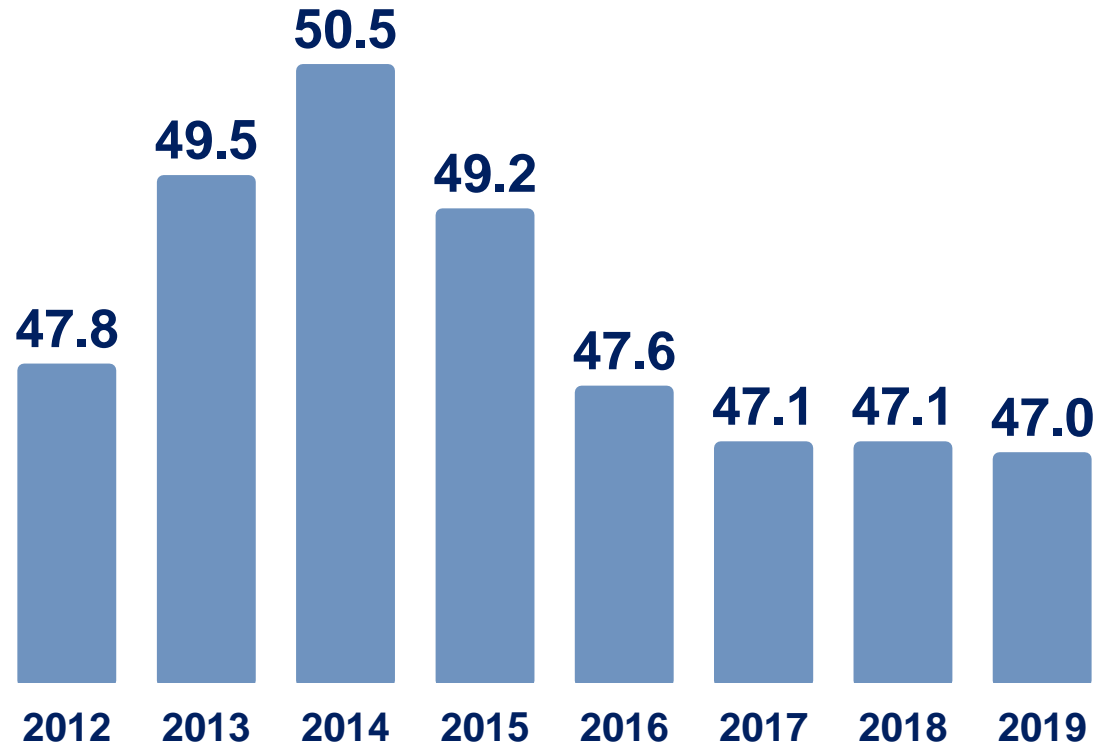


Source: ANS FEB/20

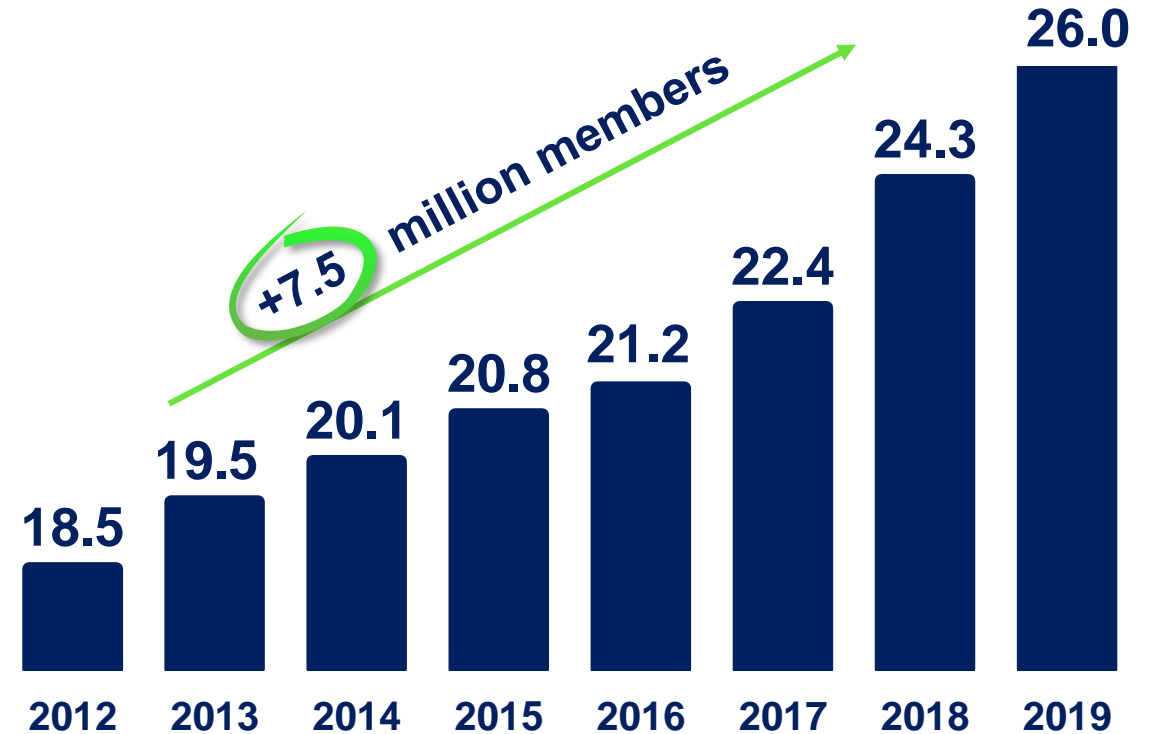
Medical and dental plans membership growth

Million members

Medical plans

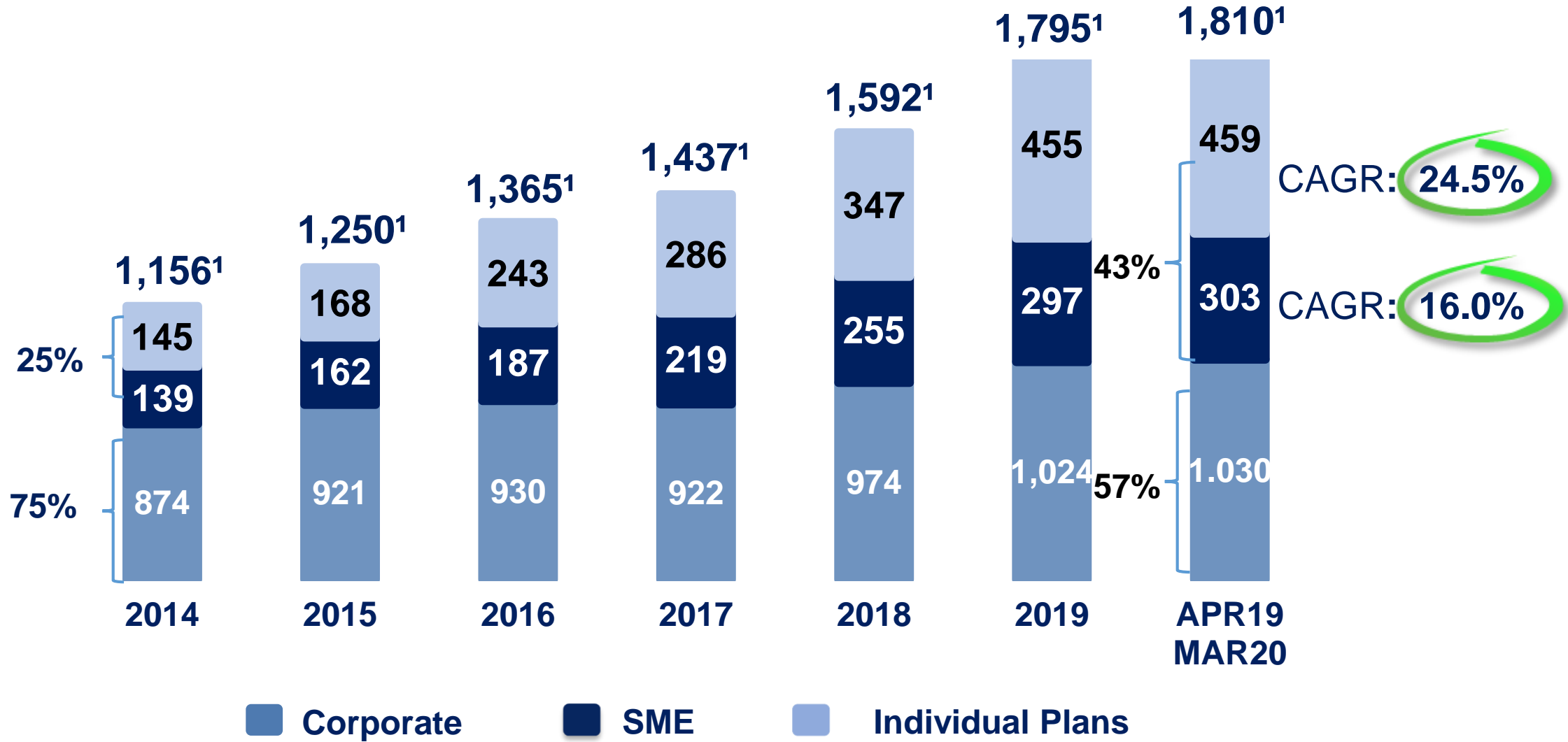


Dental plans



Revenues per segment

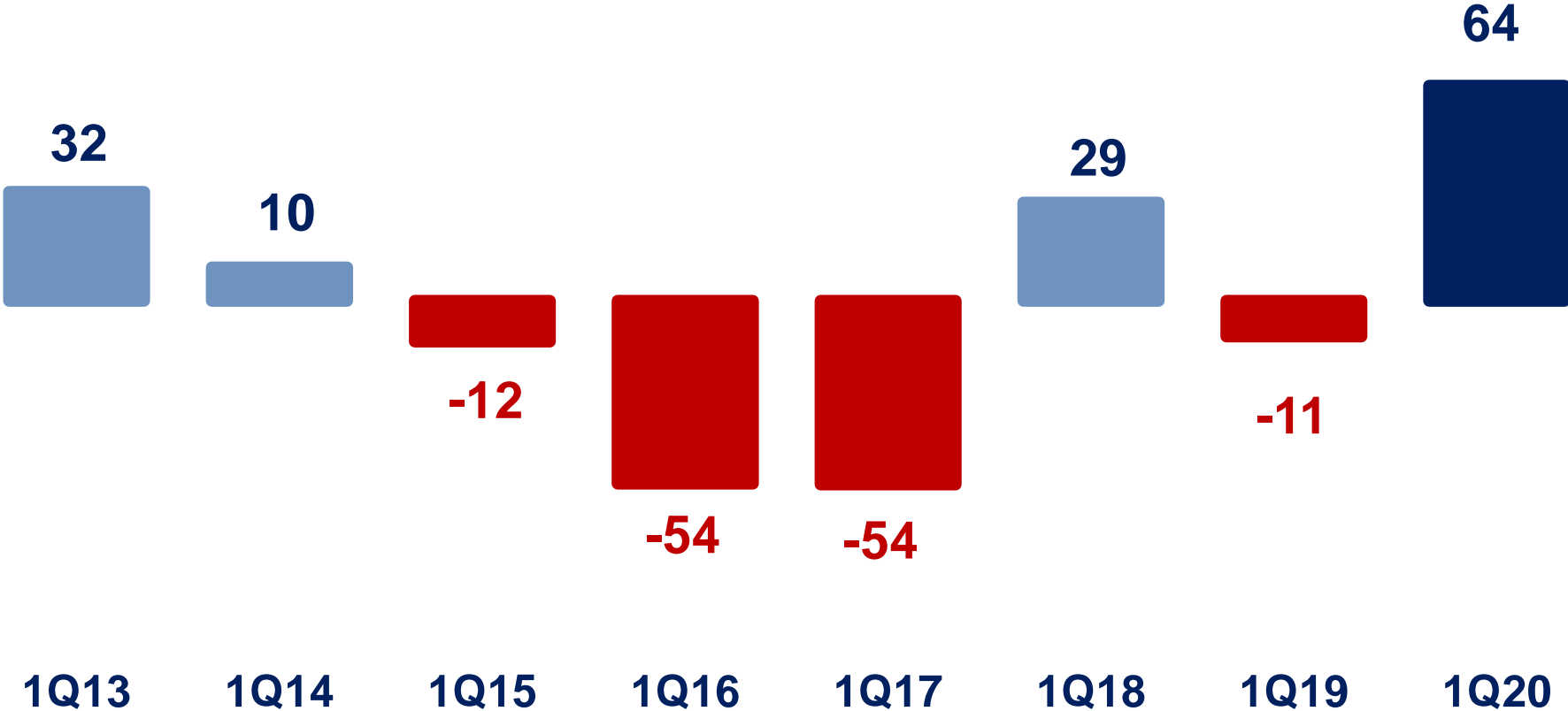
R\$ million



¹includes sales of services and products

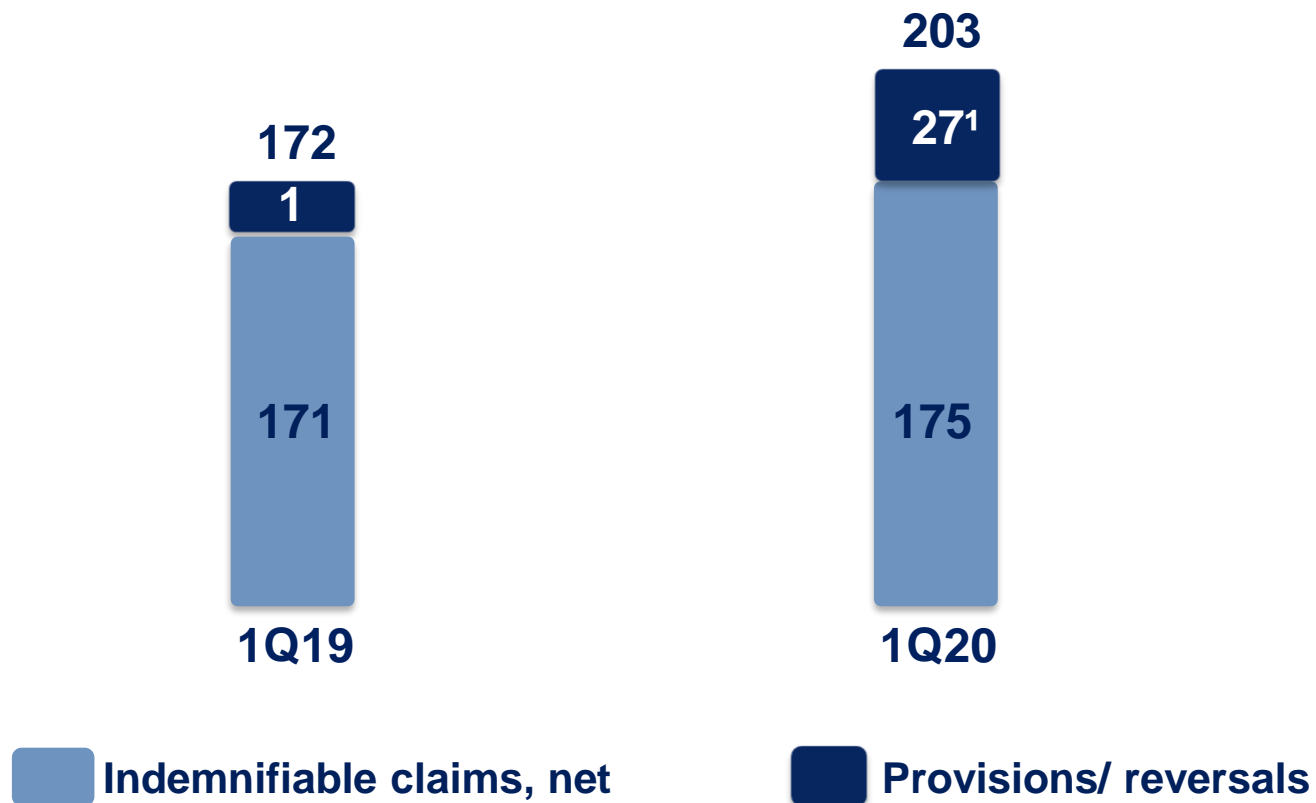
Organic 1Q net additions

Thousand members



Cost of services: Indemnifiable claims, net and provisions

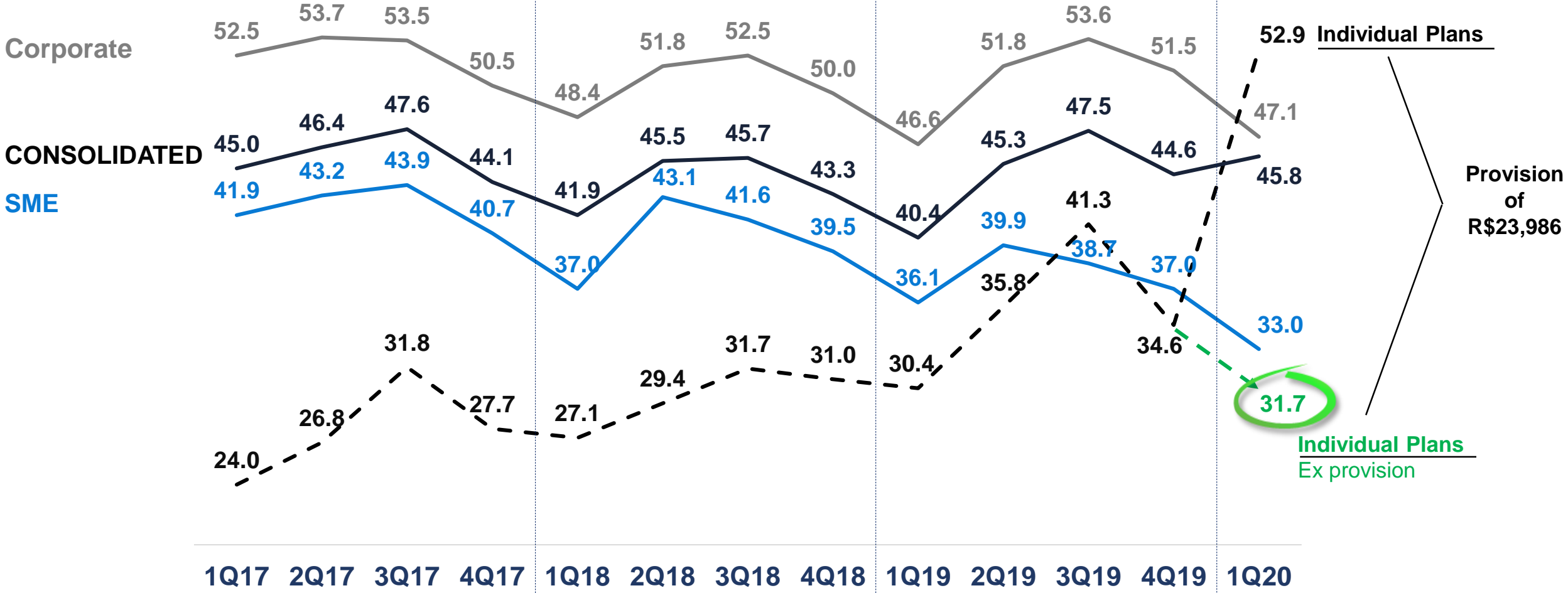
R\$ million



¹includes R\$ 23,986 in specific provisions related to individual bank plans of professional free choice

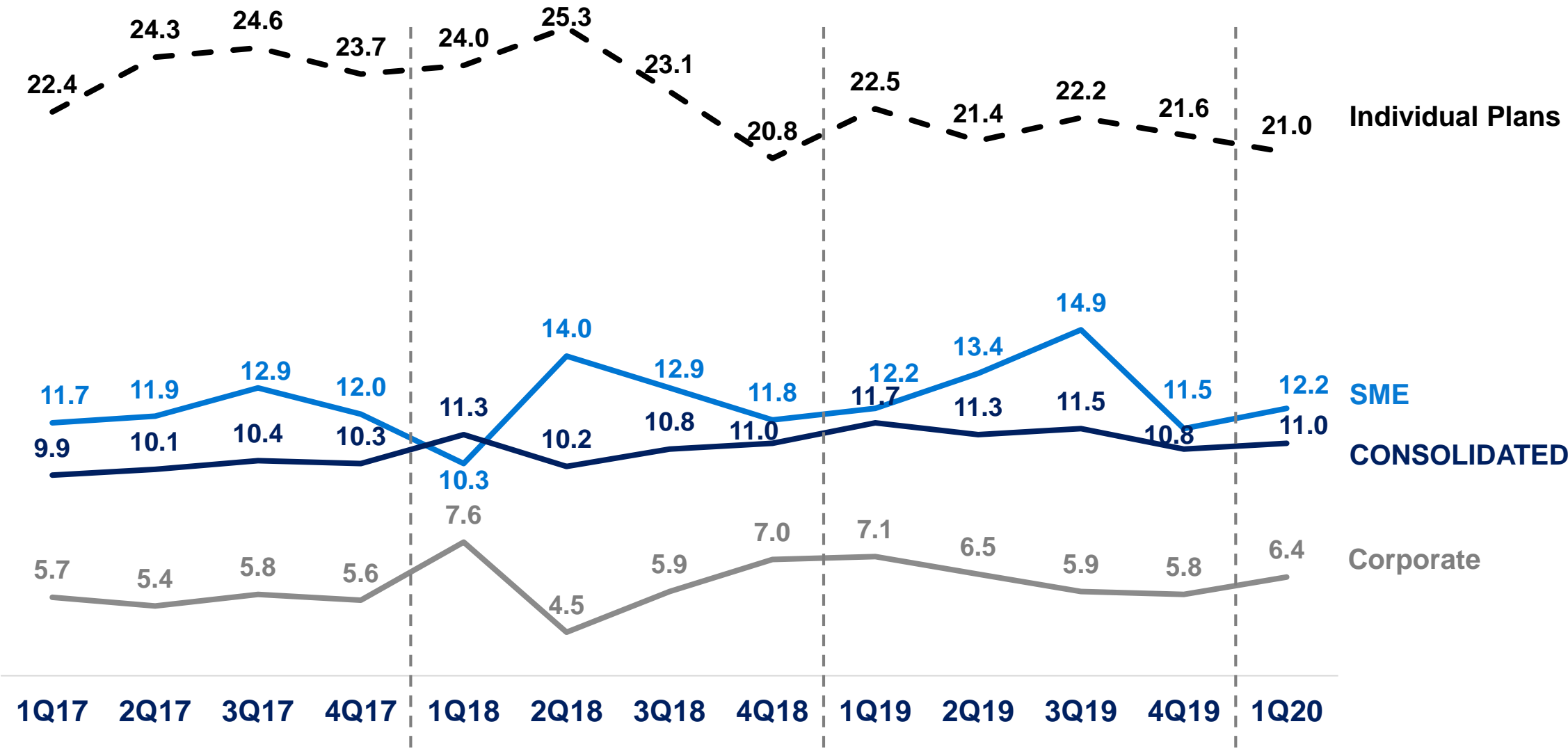
Quarterly Dental care ratio consolidated and per segment

% Sales



Selling expenses: consolidated and per segment

% of Sales



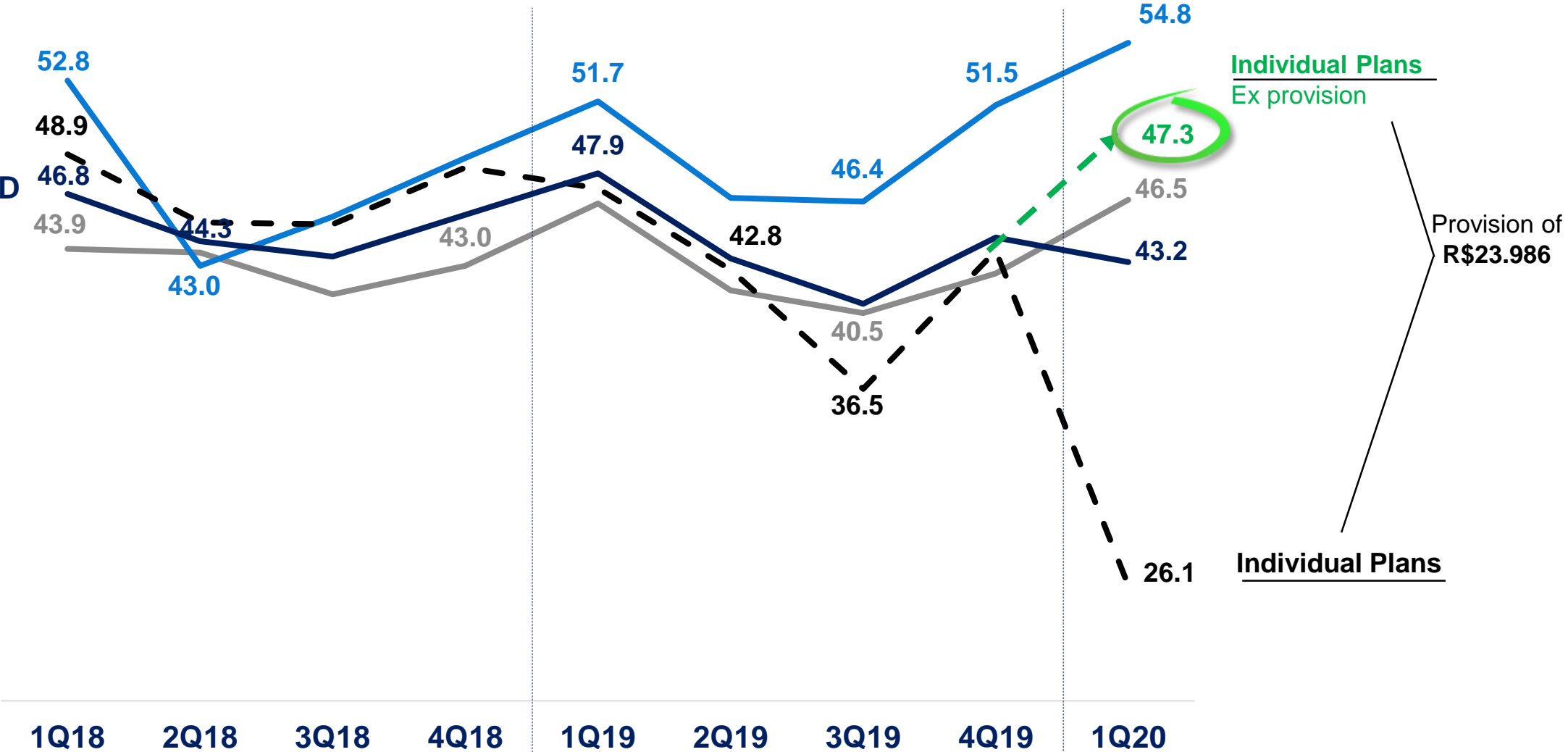
Contribution margin: consolidated and per segment

% of Sales

SME

CONSOLIDATED

Corporate



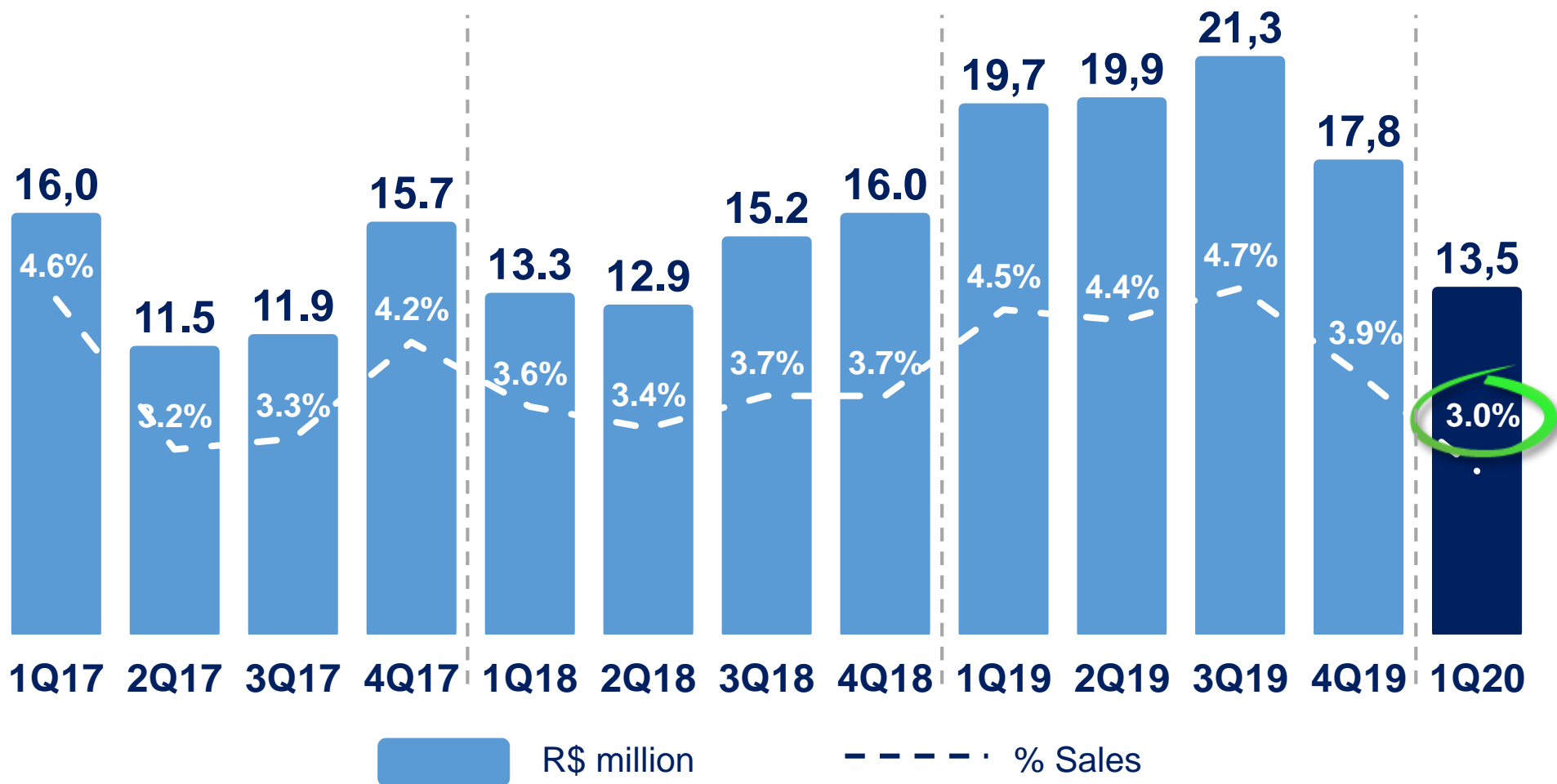
Individual Plans
Ex provision

Provision of
R\$23.986

Individual Plans

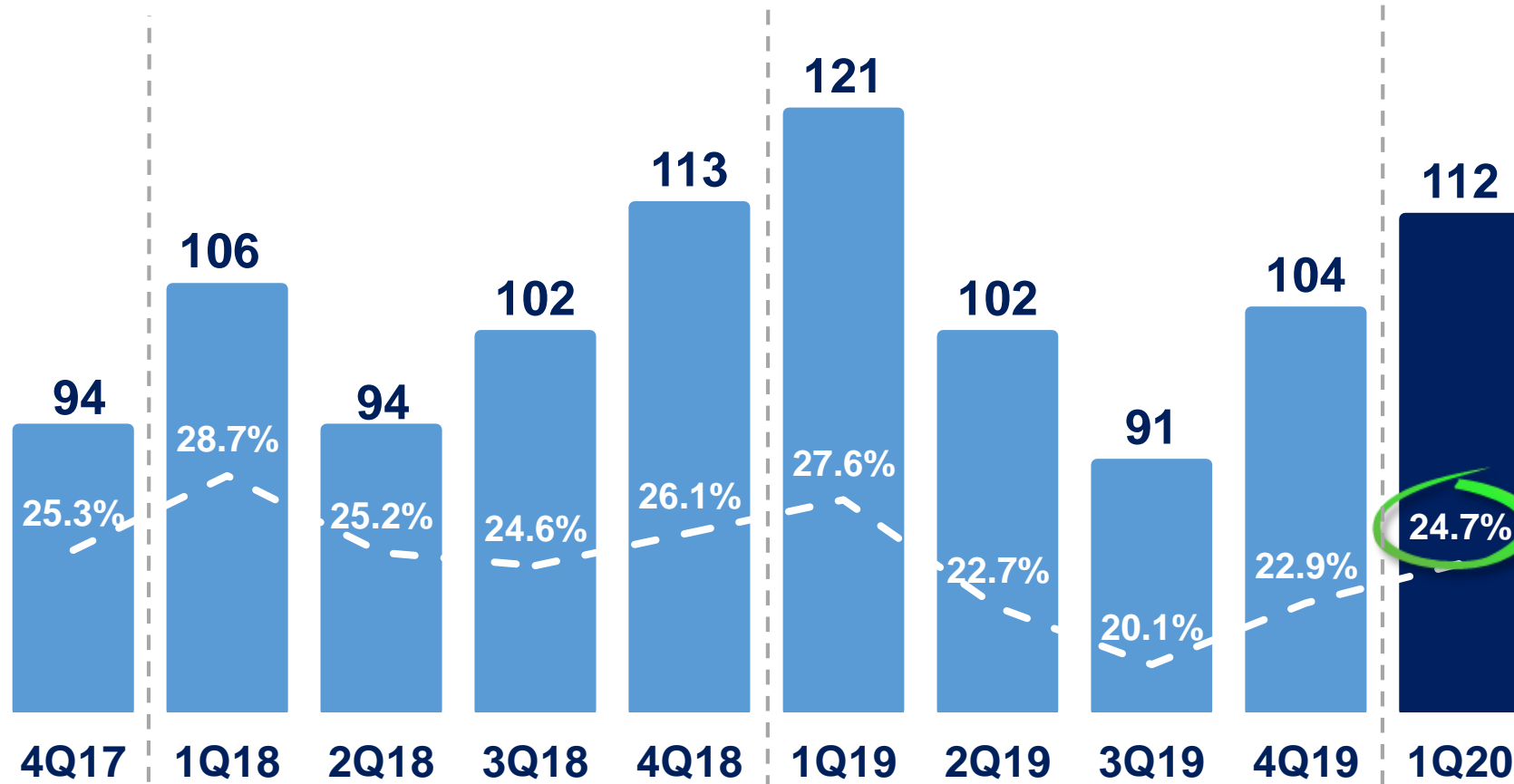
Allowance for doubtful receivables

R\$ million and % of Sales



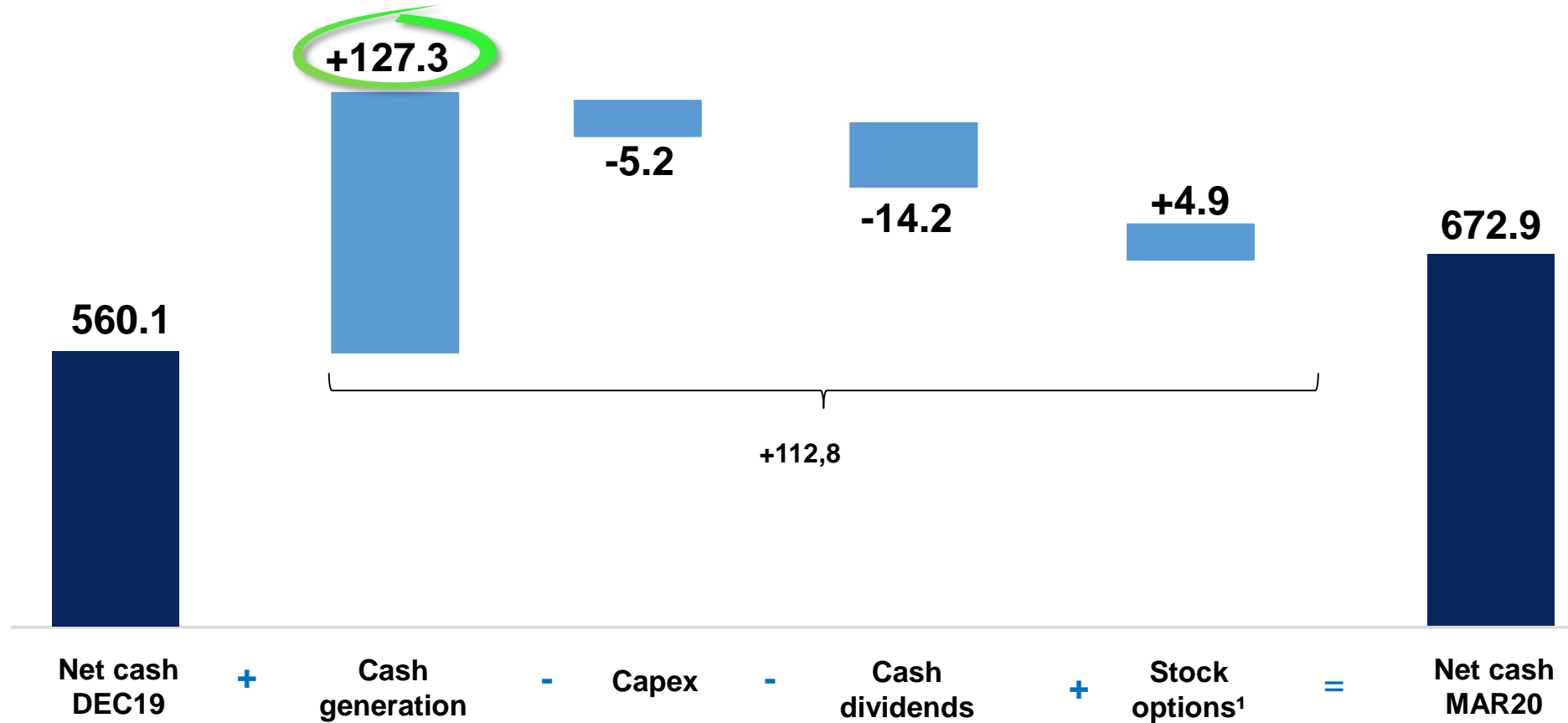
Adjusted EBITDA

R\$ million and % of Sales



1Q20 cash flow

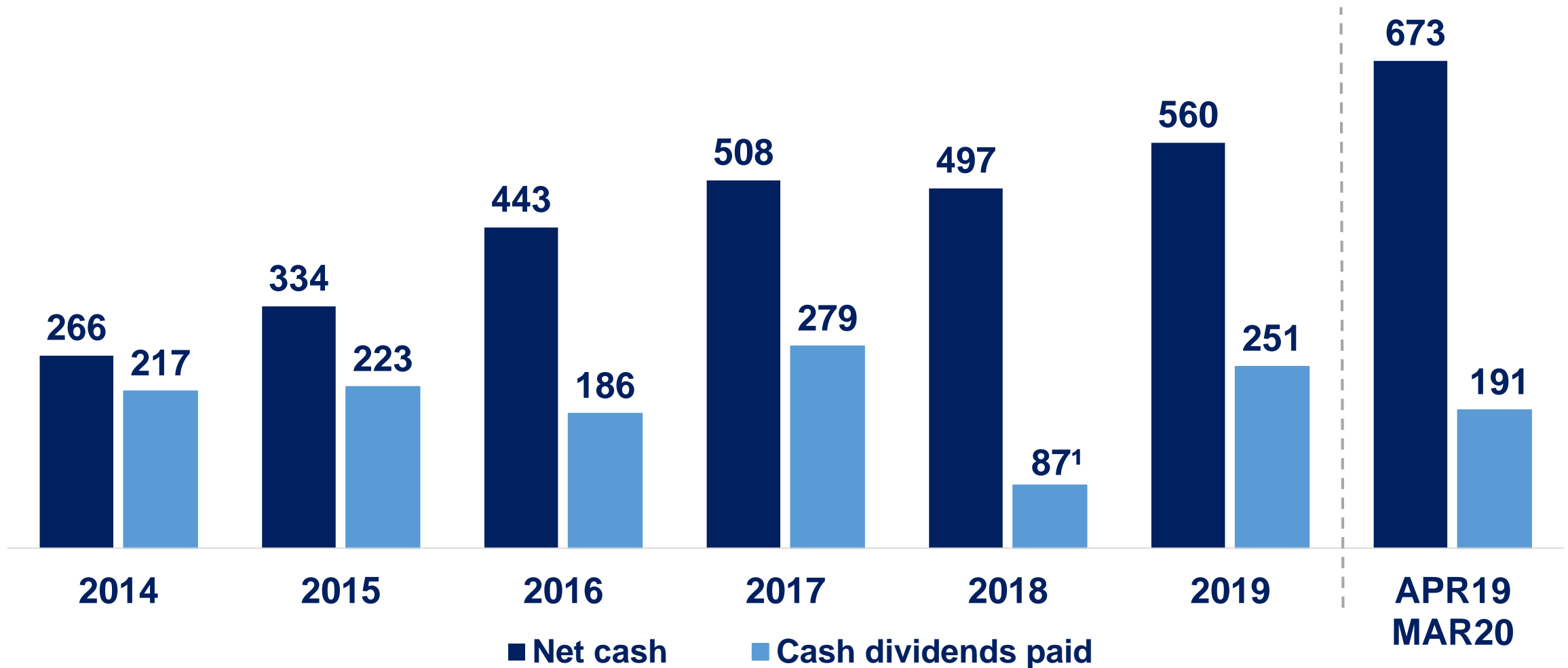
R\$ million



¹ Buyback Program

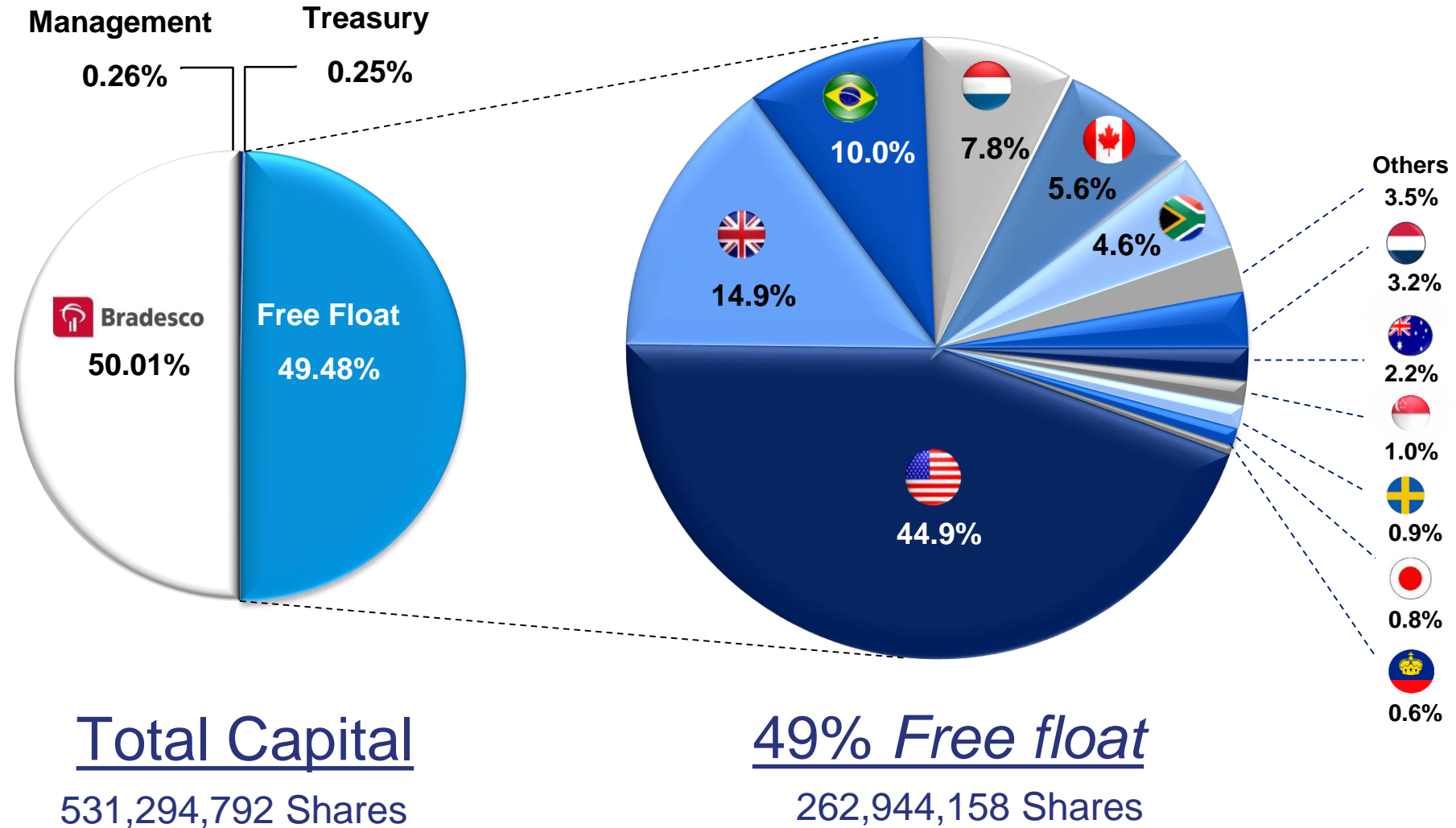
Net cash (zero debt) and cash dividends paid

R\$ million

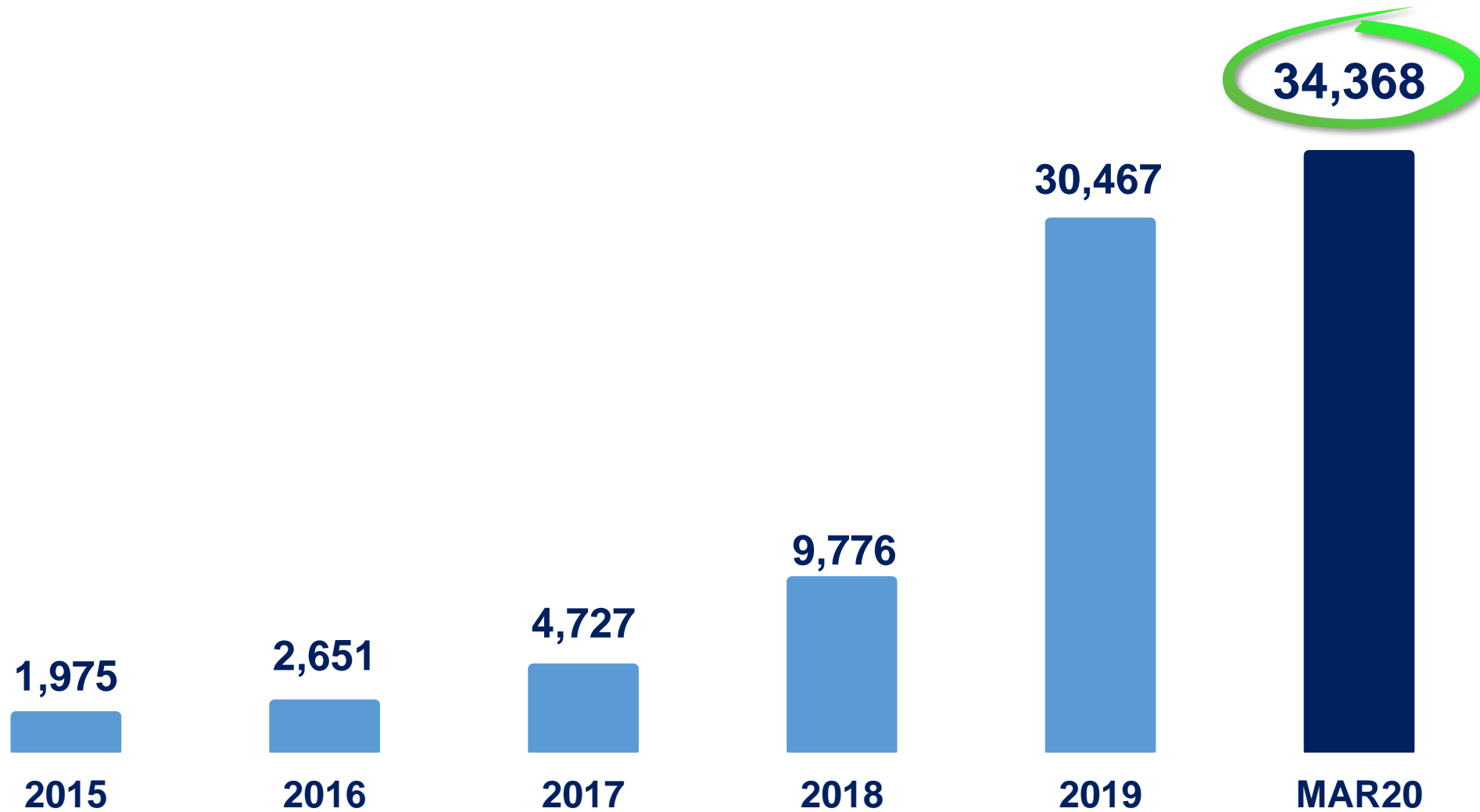


¹After acquisition of Odonto System

Global shareholder structure: investors from more than 30 countries

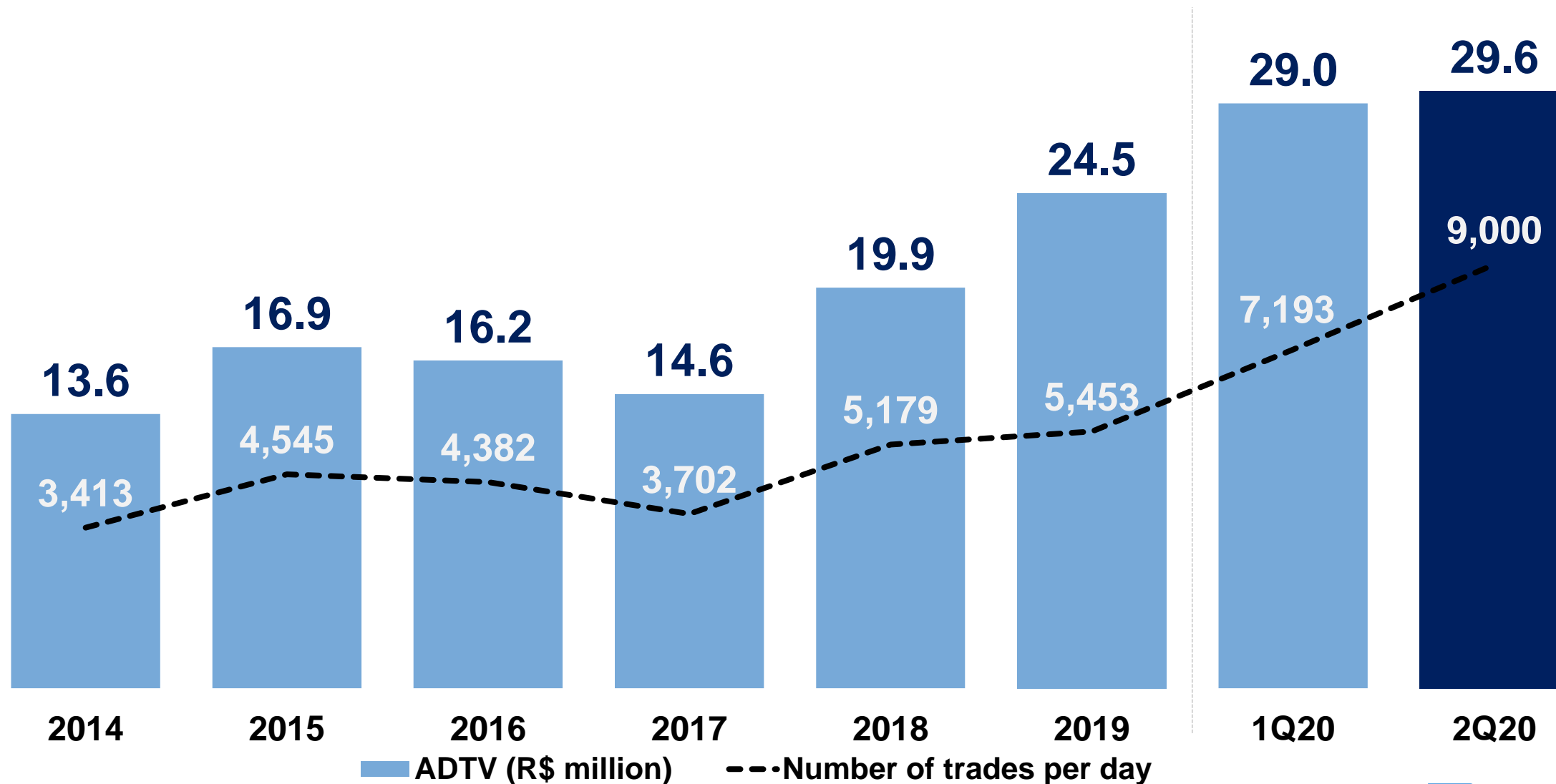


Increasing number of individual investors



Source: B3 | Last update: 03.31.2020

All-time best liquidity of OdontoPrev shares



Contact Investor Relations



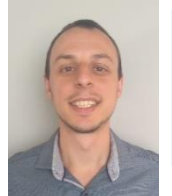
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